



## **REQUEST FOR QUALIFICATIONS**

### **RFQ: PUBLIC/PRIVATE PARTNERSHIP HIGH DENSITY URBAN MIXED USE DEVELOPMENT OPPORTUNITY**

**180-200 PARK AVENUE**

**October 15th, 2013**

## INTRODUCTION

### San Jose. The Capital of Opportunity.

San Jose's Office of Economic Development (OED) is committed to driving a vital and competitive economy that increases prosperity and quality of life for our residents and businesses. OED guides the City's economic strategy, provides business assistance, connects employers to a highly skilled workforce, and supports art and cultural resources to inspire our community.

## PURPOSE

The purpose of this RFQ is to request expressions of interest, which demonstrate a development firm's qualifications, to enter into a collaborative public/private partnership with the City of San Jose and a private property owner, leading to the development of a high-quality, high-rise, urban mixed-use project, which shall include the replacement of the City-owned property known as Parkside Hall. The City will evaluate expressions of interest based on the criteria in Exhibit B. Responses to this RFQ will enable the City to evaluate and determine the firm that best fits the evaluation criteria listed within this document.

## TIMELINE:

<b>RFQ release date:</b>	October 15th, 2013
<b>Contact name:</b> <b>Address:</b>  <b>Phone:</b>  <b>Fax:</b>  <b>E-mail address:</b>	Alfredo Iraheta Office of Economic Development 200 E. Santa Clara, 17 <sup>th</sup> Floor San Jose, CA 95113  408-277-5144  408-293-2617  <a href="mailto:alfredo.iraheta@sanjoseca.gov">alfredo.iraheta@sanjoseca.gov</a>
<b>Deadline for questions and objections:</b>  (please post all questions directly on the BidSync System at any time prior to the deadline)	November 1st, 2013      5:00 PM
<b>RFQ Due Date &amp; Time:</b>  <b>Location:</b>	December 13th, 2013      5:00 PM Digital or hard copies are acceptable. If hard copies, please provide ten (10) numbered sets.  Office of Economic Development 200 E. Santa Clara, 17 <sup>th</sup> Floor San Jose, CA 95113
<b>Developer Interviews Date &amp; Time:</b>  <b>Location:</b>	2 <sup>nd</sup> Week in January, 2014      TBD.  Office of Economic Development 200 E. Santa Clara, 17 <sup>th</sup> Floor San Jose, CA 95113
<b>Staff Identification of Proposer:</b>	Two weeks after above Interviews

## **THE OPPORTUNITY**

### **I. SCOPE**

The development opportunity will be achieved through the assemblage of a privately owned property located at 200 Park Avenue @ Almaden Boulevard and the City-owned property commonly referred to as Parkside Hall, located at 180 Park Avenue. The following summary highlights the opportunity:

- An approximate 70,000 sq.ft. site based on available data (Reference Exhibit A & B)
- Located directly across from the Convention Center, The Tech Museum, San Jose Civic Auditorium, The Center for the Performing Arts, area hotels, restaurants and class A office buildings
- Based on the site's zoning as "Downtown Commercial", permitted uses include office, hotel, residential and retail
- The 2040 General Plan designation is "Downtown" for the privately held site and "Public-Quasi-Public" for the City owned site
- Up to 23 stories for residential, based on the 2040 General Plan Designation and FAA height limitations
- Downtown EIR includes this site, additional project specific environmental and operational environmental analyses may be necessary.

### **II. DESIRED DEVELOPMENT TEAM**

The desired outcome of this RFQ is to identify a Development Team that has the demonstrated experience and ability, within a Public Private partnership, to finance, construct and deliver the following:

- A signature/high profile/mixed use development, which could include;
  - ✓ Class A Office Tower and/or Hotel
  - ✓ High Rise Residential Tower
- Reconstruction of City owned Parkside Hall in a modern functional fashion, which will help facilitate the expansion of the adjacent Tech Museum
- Retail space ancillary to the project
- High quality public realm, connectivity to and through the site and pedestrian pathways

Parkside Hall is further defined as:

- Directly adjacent to and considered a vital component of The Tech Museum
- Approximately 30,000 sq.ft.
- Incorporation of Parkside Hall into the project is required
- Redeveloped Parkside Hall should act as a significant contribution to the mixed use project.
- Reconstruction cost may be offset by the value of City owned parcel

### **III. SITE OWNERSHIP**

For purposes of this RFQ, the proposed development site and ownership is defined as:

- City owned Parkside Hall (which is in support of the development) and pedestrian walkways, consisting of approximately 30,000 + sq.ft., subject to the following:
  - ✓ A long term lease with Tech Museum
  - ✓ A Management Agreement with Team San Jose
- Privately held parcel at 200 Park Avenue consisting of approximately 28,044 sq.ft. The property owner shall play an integral role in the selection of the development team. The City and Private Property Owner are open to various structure options with a Developer, including but not limited to;
  - A. City Owned Property
    - ✓ City selling fee interest or ground leasing, then leasing back the reconstructed Parkside Hall
    - ✓ City trading fee interest in property for reconstructed Parkside Hall
  - B. Privately Owned Property
    - Purchase of fee interest in entire site.

### **IV. ENTITLEMENTS**

Final environmental clearance will be required prior to approval of a proposed development and shall be the responsibility of the developer; however, it may be possible to use the City of San Jose Downtown Program level EIR depending on the proposed project. Zoning for the sites is Downtown Commercial. Any project not meeting the existing zoning will require additional zoning modifications.

### **V. DEVELOPER RESPONSIBILITIES**

The Developer will provide a conceptual plan of the project, at no cost to the City, which shall include conceptual business terms based upon the proposed structure of the public/private partnership.

The City shall not be liable for any real estate commission or brokerage fee that may arise from the transfer of any of the property.

Furthermore, depending on the structure and economics of the deal, the developer may need to comply with public bidding requirements under the City charter and prevailing wage requirements under local, state or federal laws. Lastly, the developer will need to comply with all other laws and regulations applicable to the proposed project.

### **VI. TIMING AND PROCESS**

The various steps regarding this RFQ shall include but are not limited to the following:

- Determine project land use, design, and feasibility
- Business terms developed for both city owned parcel and privately held parcel
- Developer enters the Exclusive Negotiating Agreement (approval by City Council)
- Contractual agreement for conveyance of site (approval by City Council)

## CONTACT

Please direct all inquiries via BidSync. Contact with representative(s) other than name listed in this RFQ is grounds for disqualification. The City will provide a written response to all questions in the form of an Addendum. Questions answered on BidSync shall be considered addenda to the RFQ.

## QUESTIONS

Please post all questions on the Bidsync system on or before November 1<sup>st</sup>, 2013. The City shall respond to questions on Bidsync. City responses to all such questions shall be considered formal addenda to this RFQ.

## RESPONSE REQUIREMENTS

This Request for Qualifications is the first step in the development of the Site. Response requirements to this RFQ are specifically defined in the Attachment B. However, in general all responses should demonstrate the developer's understanding, experience and specific examples of working within a public/ private partnership, and in developing downtown high quality, high rise urban mixed use projects, which could incorporate housing, retail, a community function like Parkside Hall and/or office and hotel uses.

## HOW TO SUBMIT YOUR RESPONSE

Please submit the information requested above and as defined in Attachment B, directly to the City of San Jose, through the contact person and address provided above in the Timeline. **Wherever possible, please consolidate your response into one file in order to facilitate distribution and review by the City.**

## EVALUATION AND NEXT STEPS

City staff will review all submissions and evaluate for:

Proposal Responsiveness	Pass/Fail
Developer Minimum Qualifications	Pass/Fail
Financial Capacity and Ability to Finance Project	40%
Vision Statement/Conceptual Project Design	25%
Assembled Team with Similar Project Experience	15%
Public/Private Partnership Experience	10%
Local Business Preference	5%
Small Business Preference	5%

The final award recommendation shall be based on responses to the information requested in this RFQ and any follow up discussions or presentations as requested by the City.

## CONFLICT OF INTEREST

The selected Developer will be required to complete a Form 700 / Statement of Economic Interest. The Form 700 must be submitted prior to award of final contract. Instructions and information may be viewed at:

<http://sanjoseca.gov/index.aspx?NID=2913>

Form 700 / Statement of Economic Interest, includes disclosure of the following:

1. Schedule A - 1 -- Investments.
2. Schedule A - 2 -- Investments, Income and Assets of Business Entities/Trusts.
3. Schedule B -- Interests in Real Property.
4. Schedule C -- Income and Business Positions.
5. Schedule D -- Income - Loans.
6. Schedule E -- Income - Gifts.
7. Schedule F -- Income - Gifts; Travel Payments, Advances and Reimbursements.

## **LOCAL AND SMALL BUSINESS PREFERENCE**

Chapter 4.12 of the San Jose Municipal Code includes a preference for Local and Small Businesses in the procurement of contracts for supplies, materials and equipment and for general and professional consulting services. The amount of the preference shall be 5 points if the business is local and an additional 5 points if the business is small. In order for the Proposer to be eligible for local and/or small business preference, the Proposer must complete Attachment A, Request for Contracting Preference for Local and Small Businesses. If the Proposer fails to complete this form and submit it with the proposal, the Proposer will be denied consideration for local/small business preference. This information cannot be submitted later.

## **THE USE TAX INCENTIVE PROGRAM**

The Use Tax Incentive Program allows companies to receive a rebate on a portion of Use Tax applicable to out-of-state taxable transactions destined for use in the City of San Jose. The California State Board of Equalization allocates Use Tax from out-of- state purchases into tax pools rather than to the City where the purchase will reside. Working in partnership with the City, participating companies can allocate these purchases and the associated Use Tax directly to San Jose and then receive a 20-30% rebate by the City.

## **INCLUSIONARY HOUSING**

The Site is located within the Park Center Redevelopment Project Area. Any housing project that is part of a proposal may be subject to the requirements of the City's Inclusionary Requirements. More detailed information about the City's Inclusionary Housing Policy can be found on the City's website at: <http://www.sanjoseca.gov/index.aspx?NID=1307>

## **PUBLIC NATURE OF PROPOSAL MATERIAL**

All correspondence with the City including responses to this RFQ will become the exclusive property of the City and will become public records under the California Public Records Act (Cal. Government Code section 6250 et seq.) All documents that you send to the City will be subject to disclosure if requested by a member of the public. There are a very limited number of narrow exceptions to this disclosure requirement. The City will not disclose any part of any proposal before it announces a recommendation for award, on the ground that there is a substantial public interest in not disclosing proposals during the evaluation process. After the announcement of a recommended award, all proposals received in response to this RFQ will be subject to public disclosure. If you believe that there are portion(s) of your proposal which are exempt from disclosure under the Public Records Act, you must mark it as such and state the specific provision in the Public Records Act which provides the exemption as well as the factual basis for claiming the exemption. For example, if you submit trade secret information, you must plainly mark the information as "Trade Secret" and refer to the appropriate section of the Public records Act which provides the exemption as well as the factual basis for claiming the exemption. Although the California Public Records Act recognizes that certain confidential trade secret information may be protected from disclosure, the City of San José may not be in a position to establish that the information that a Proposer submits is a trade secret. If a request is made for information marked "Confidential", "Trade Secret" or "Proprietary", the City will provide Proposers who submitted the information with reasonable notice to seek protection from disclosure by a court of competent jurisdiction.

## **GENERAL INFORMATION**

The recommended firm will be required to negotiate a final Exclusive Negotiation Agreement (ENA) and other documents with the City in conformance to the City's standard terms and conditions which will all be subject to City Council approval. All costs associated with responding to this request are to be borne by the Proposer/Developer. It is the City's policy that the selected firm shall not discriminate, in any way, against any person on the basis of race, sex, color, age, religion, sexual orientation, actual or perceived gender identity, disability, ethnicity, or national origin, in connection with or related to the performance of City of San José contracts. The City Manager's Office shall approve any such documents and will make a recommendation to the City Council for its consideration. The City reserves the right to accept or reject any item or group(s) of items of a response. The City also reserves the right to waive any informality or irregularity in any proposal. Additionally, the City may, for any reason, decide not to award an agreement as a result of this RFQ or cancel the RFQ. The City shall not be obligated to respond to any proposal submitted, nor be legally bound in any manner by submission of the proposal. The City is not required to accept the lowest price proposal. Responses will be evaluated to determine the most advantageous proposal on a variety of factors including but not limited to price, implementation costs, design quality, features, and performance. Do not include sales tax in your price quotation. The City will work with the selected supplier to add sales tax as appropriate, and will incorporate it into the Purchase Order. Statistical information contained in this RFQ is for informational purposes only. The City shall not be responsible for the complete accuracy of said data. The City reserves the right to verify any information provided during the RFQ process and may contact references listed or any other persons known to have contracted with the Proposer.

## **GROUNDINGS FOR DISQUALIFICATION**

All Proposers are expected to have read and understood Council Policy 0-35 titled Procurement and Contract Process Integrity and Conflict of Interest adopted on February 6, 2007. A complete copy of the policy can be found at: [http://www.sanjoseca.gov/clerk/cp\\_manual/CPM\\_0\\_35.pdf](http://www.sanjoseca.gov/clerk/cp_manual/CPM_0_35.pdf)

Any proposer who violates the Policy will be subject to disqualification. Generally, the grounds for disqualification include:

**1.1.1.1** Contact regarding this procurement with any City official or employee or Evaluation team other than the Procurement Contact from the time of issuance of this solicitation until the end of the protest period.

**1.1.2** Evidence of collusion, directly or indirectly, among Proposers in regard to the amount, terms, or conditions of this proposal.

**1.1.3** Influencing any City staff member or evaluation team member throughout the solicitation process, including the development of specifications.

**1.1.4** Evidence of submitting incorrect information in the response to a solicitation or misrepresent or fail to disclose material facts during the evaluation process.

In addition to violations of the Process Integrity Guidelines, the following conduct may also result in disqualification:

**1.1.5** Offering gifts or souvenirs, even of minimal value, to City officers or employees.

**1.1.6** Existence of any lawsuit, unresolved contractual claim or dispute between Proposer and the City.

**1.1.7** Evidence of Proposer's inability to successfully complete the responsibilities and obligations of the proposal.

**1.1.8** Proposer's default under any City agreement, resulting in termination of such Agreement.

## **PROTESTS**

If an unsuccessful Proposer wants to dispute the award recommendation, the Protest must be submitted in writing to Ms. Kim Walesh no later than ten calendar days after announcement of the successful Proposer, detailing the grounds, factual basis and providing all supporting information. Protests will not be considered for disputes of proposal requirements and specifications, which must be addressed in accordance with the above Section. Failure to submit a timely written Protest to the contact listed below will bar consideration of the Protest.

The address for submitting protests is:

Attention: Kim Walesh  
Director of Economic Development and Chief Strategist  
City of San Jose  
200 East Santa Clara Street, 17th Floor  
San Jose, CA 95113



**ATTACHMENT A**  
**City of San Jose**  
**Request for Contracting Preference for Local and Small Businesses**

Chapter 4.12 of the San Jose Municipal Code provides for a preference for Local and Small Businesses in the procurement of contracts for supplies, materials and equipment and for general and professional consulting services. The amount of the preference depends on whether the vendor qualifies as a Local Business Enterprise\* or Small Business Enterprise\*\* and whether price has been chosen as the determinative factor in the selection of the vendor.

In order to be a Local Business Enterprise (LBE) you must have a current San Jose Business Tax Certificate Number and have an office in Santa Clara County with at least one employee. If you qualify as an LBE you can also qualify as a Small Business Enterprise (SBE) if the total number of employees (*regardless of where they are located*) of your firm is 35 or fewer.

There are two ways in which the preference can be applied. In procurements where price is the determinative factor (*i.e. there are not a variety of other factors being considered in the selection process*) the preference is in the form of a credit applied to the **dollar value** of the bid or quote. For example, a non-local vendor submits a quote of \$200 per item and a LBE submits a quote of \$204 per item. The LBE receives a 2.5% credit on the quote, which equals approximately \$5 and thus the LBE will win the award because the quote is evaluated as if it had been submitted as \$199.

In procurements such as RFP there are usually a variety of factors evaluated to determine which proposal best meets the City's needs. In procurements such as these where price is not the determinative factor, an LBE or SBE will be given an **additional 5% to 10% points** in the **scoring** of their proposal.

The following determinations have been made with respect to this procurement: (for official use only)

<b>Type of Procurement</b>	<input type="checkbox"/> Bid	<input type="checkbox"/> Request for Quote	<input checked="" type="checkbox"/> Request for Proposal
<b>Type of Preference</b>	<input type="checkbox"/> Price is Determinative		
<b>Amount of Preference</b>	<input checked="" type="checkbox"/> Price is Not Determinative		
	LBE preference = 2.5% of <b>Cost</b>		LBE preference = 5% of <b>Points</b>
	SBE preference = 2.5% of <b>Cost</b>		SBE preference = 5% of <b>Points</b>

**In order to be considered for any preference you must fill out the following statement(s) under penalty of perjury.**

<b>Business Name</b>			
<b>Business Address</b>			
<b>Telephone No.</b>			
<b>Type of Business</b>	<input type="checkbox"/> Corporation	<input type="checkbox"/> LLC	<input type="checkbox"/> LLP
	<input type="checkbox"/> General Partnership	<input type="checkbox"/> Sole Proprietorship	<input type="checkbox"/> Other (explain)

**\*LOCAL BUSINESS ENTERPRISE (LBE) PREFERENCE**

In order to qualify as an LBE you must provide the following information:

<b>Current San Jose Business Tax Certificate Number:</b>	
<b>Address of Principal Business Office or Regional, Branch or Satellite Office with at least one employee located in Santa Clara County:</b>	

**\*\*SMALL BUSINESS ENTERPRISE (SBE) PREFERENCE**

In order to qualify as an SBE you must qualify as an LBE and have 35 or fewer employees. This number is for your **entire** business --NOT just local employees, or employees working in the office address given above.

**Please state the number of employees that your Business has:**

Based upon the forgoing information I am requesting that the Business named above be given the following preferences (*please check*): ☐ Local Business Enterprise ☐ Small Business Enterprise  
 I declare under penalty of perjury that the information supplied by me in this form is true and correct.

Executed at: \_\_\_\_\_, California  
 Date: \_\_\_\_\_  
 Signature \_\_\_\_\_  
 Print name \_\_\_\_\_

## ATTACHMENT B

### RESPONSE REQUIREMENTS

To respond to this RFQ, ten (10) numbered sets of the information[hard copies/electronic copies] requested below should be submitted. In addition, Two copies of Financial Capacity materials must be submitted under separate cover, sealed, to: Tim Kelly, Keyser Marston Associates, Inc. 160 Pacific Avenue, Ste 204 Golden Gateway Commons, San Francisco, CA 94111. **Please note, the private property partner will also have access to all financial information. All materials must be delivered no later than 5:00 pm PDT on December 13th, 2013.** Please submit materials in keeping with the following format, identifying each item by letter and number.

#### 1. Development Entity

- a) Describe the development entity and identify the members, with names, addresses and phone numbers of key representatives. Provide relevant qualifications and project specific experience of the principals of the development entity.. Identify the person or persons with the authority to represent and make legally binding commitments on behalf of the development entity. Identify the contractual relationship among the any multiple developers, if appropriate.
- b) Identify the known team members (e.g. architects, engineers, legal representatives, commercial tenants, and hotel operator, real estate brokers/marketing representatives, retail consultants, and contractor).

#### 2. Developer Experience

A minimum of five (5) years of similar project experience is required. Under the minimum experience threshold, describe relevant project experience with developments of high density urban form and character, and developments involving public or cultural entities with a particular focus on mixed-use urban residential developments in downtown locations. Provide examples that demonstrate successful residential projects in urban environments, as well as projects that incorporate a mixed use within the development. Please note that project delivery and the ability to deliver against a proven schedule of performance are critical aspects of the evaluation:

Please include the following information for each past project identified:

- a) Location and photographs of the projects.
- b) General description of the project including the role of the development entity, a brief history of the project, and any unique challenges of the project. Identify the number of units, the mix of units, the unit sizes, the number of square feet of retail space, the tenant list upon stabilization, and any customer survey/satisfaction information.
- c) For residential projects identify whether the project was a for-sale or rental development, and whether below-market-rate units were included.

- d) Present the total development cost, identify the amount of debt and the amount of equity used to finance project, and economic return(s) achieved.
- e) For ownership projects: identify the sales prices achieved and the absorption period required for the project.
- f) For rental projects, identify the current management/owner; provide the most recent profit/loss statement; identify the lease-up period, historic and current vacancy rates, etc.
- g) For mixed-use projects identify the lease-up period and the commercial and/or retail tenants selected. Describe the relationship with retail/commercial tenant(s) and the approach used to incorporate retail/commercial uses into the project; such as leasing strategy and physical accommodations, such as venting, trash service, loading and parking.
- h) Document the success achieved in the area of buyer/renter satisfaction regarding the period after the sale or leasing of the unit.
- i) Identify any community uses incorporated into the project, or other benefits to the community at large or the specific neighborhood, which were part of or resulted from the project.
- j) State whether or not development was undertaken in conjunction with public or cultural entities, with reference/contact information.
- k) Identify successful community outreach efforts and working relationships achieved with the neighborhood, and identify ways in which the project benefited the surrounding community.
- l) Identify the key development team members of the project. If any team members are different from the team being proposed for this project, provide an explanation of why the new team member(s) were selected.
- m) Discuss the project's schedule and whether the project was on schedule and within budget.
- n) Discussion of the project successes, including achievement of project specific goals. Provide any supporting documentation demonstrating success in buyer/renter satisfaction regarding after-sale/ongoing property maintenance/management and operations for the uses proposed by the developer, as appropriate.

### **3. Project Proposal**

A Vision Statement describing the proposed project that is in line with the City's specific goals stated in "The Opportunity". Suggestions of items to include are as follows:

- The conceptual project proposal should identify/define;

- Best approach to maximize value and deliver Parkside Hall as an integral part of the project
  - Will the residential units be for sale or rental? What other land use components will be included?
  - Describe the conceptual project in terms of height/stories, number and type of residential units, size and placement of retail space, including the type of retail tenants, parking ratio, etc.
  - How would the project utilize Park Avenue?
  - How would the Parkside Hall space be designed/incorporated without compromising the project?
  - How would parking be delivered and alternative transportation modes be encouraged?
  - How would you address the inclusionary requirement?
  - Is there a comparable project in marketplace?
- Provide a strategy for the real estate transaction/structure;
    - Approach regarding private property owner: Fee purchase only? Joint Venture?
    - Reconstructed Parkside Hall shall be conveyed to City as: condominium unit or long-term lease?
    - Because the City requires that the development economics support the cost to reconstruct Parkside Hall, will it be delivered as finished space?
    - Define how development economics will fund maintenance and capital reserve costs for public spaces and Parkside Hall.
- Provide the conceptual business terms for both the City and private owner;
    - How would the value of the City land be set?
    - How would the value of the privately owned land be set?
    - Conceptual pro forma; including an estimate of cost for the reconstruction of Parkside Hall
    - Define the preferred structure as well as other workable alternatives?

#### 4. Financial Capacity

Two copies of the Financial Capacity materials must be submitted under sealed, separate cover to: Tim Kelly at Keyser Marston Associates, Inc., 160 Pacific Avenue, Ste 204 Golden Gateway Commons, San Francisco, CA 94111. **Please note, the private property partner will also have access to all financial information.** These materials must be delivered no later than 5:00 p.m. PDT on December 13th, 2013.

- a) An "audit" or "review" financial statement for the developer or development team prepared by an independent accounting firm in accordance with generally accepted accounting principles. At the City's discretion, other information will be considered if it demonstrates the respondent's financial capacity to implement the proposed project.
- b) Identify the specific relationships (and contact information) for the entity(s) that provided the debt and equity invested in the projects identified in the "Developer's Experience" section.

c) Identify any real estate loan obligations of the development/entity team that have been foreclosed on, declared?

## 5. Evaluation Criteria

In the selection process, emphasis will be placed on the directly relevant qualifications and financial capacity of the respondent. Submittals will be evaluated based upon the following:

1. The development concept for the Site.
2. Experience of the developer in the construction of high-density urban mixed-use projects.
3. Demonstrated ability to finance the project.
4. Understanding of the regulatory approval process, as reflected in the developer's advisors and consultant team, business terms and conceptual development schedule.
5. Demonstrated successful community outreach experience.
6. Demonstrated successful public/private partnership projects.
7. Developer's acceptance of RFQ terms, completeness of submissions and compliance with the submission requirements of the RFQ.
8. Establishment of clear lines of responsibility within the team upon which the City can rely during negotiations and implementation of the project.
9. Ability of the developers and architects to implement high quality development projects within budget and with timely project delivery, including a limitation on claims or delays that may affect project timeliness.
10. Explanation of the proposed project's contribution to overall the City's goals, including housing, retail, and Downtown development strategies.
11. What is the fiscal and economic impact to the Tech Museum and the City?
12. Other factors as appropriate.

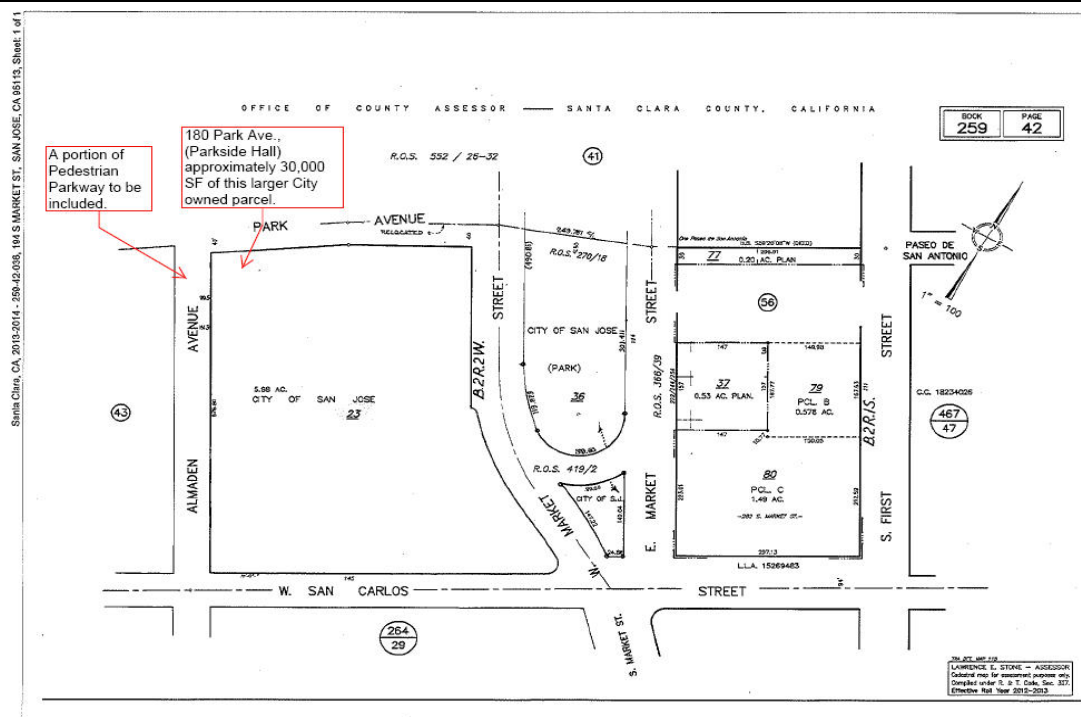
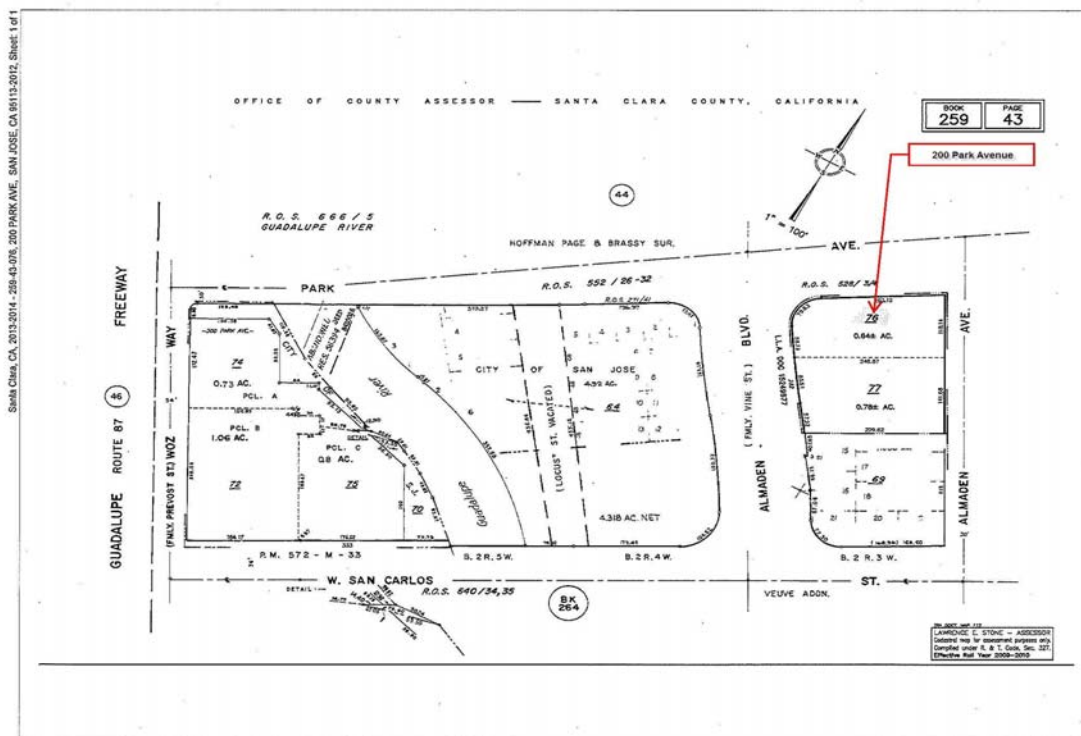
Moreover, as indicated in the body of this RFQ, the City staff will review all submissions and evaluate for:

Proposal Responsiveness	Pass/Fail
Developer Minimum Qualifications	Pass/Fail
Financial Capacity and Ability to Finance Project	40%
Vision Statement/Conceptual Project Design	25%
Assembled Team with Similar Project Experience	15%
Public/Private Partnership Experience	10%
Local Business Preference	5%
Small Business Preference	5%

## 6. Waiver

After a review of the RFQ submittals, the City, in its sole discretion, may invite one or more respondents for interviews and to enter into an ENA, or may choose not to proceed with development of the Site at this time. There is no guarantee that the City will decide to move forward with any proposed project based on the RFQ submittals.

## Site Assessor Parcel Maps





## EXHIBIT B

### Site Aerial Photo

